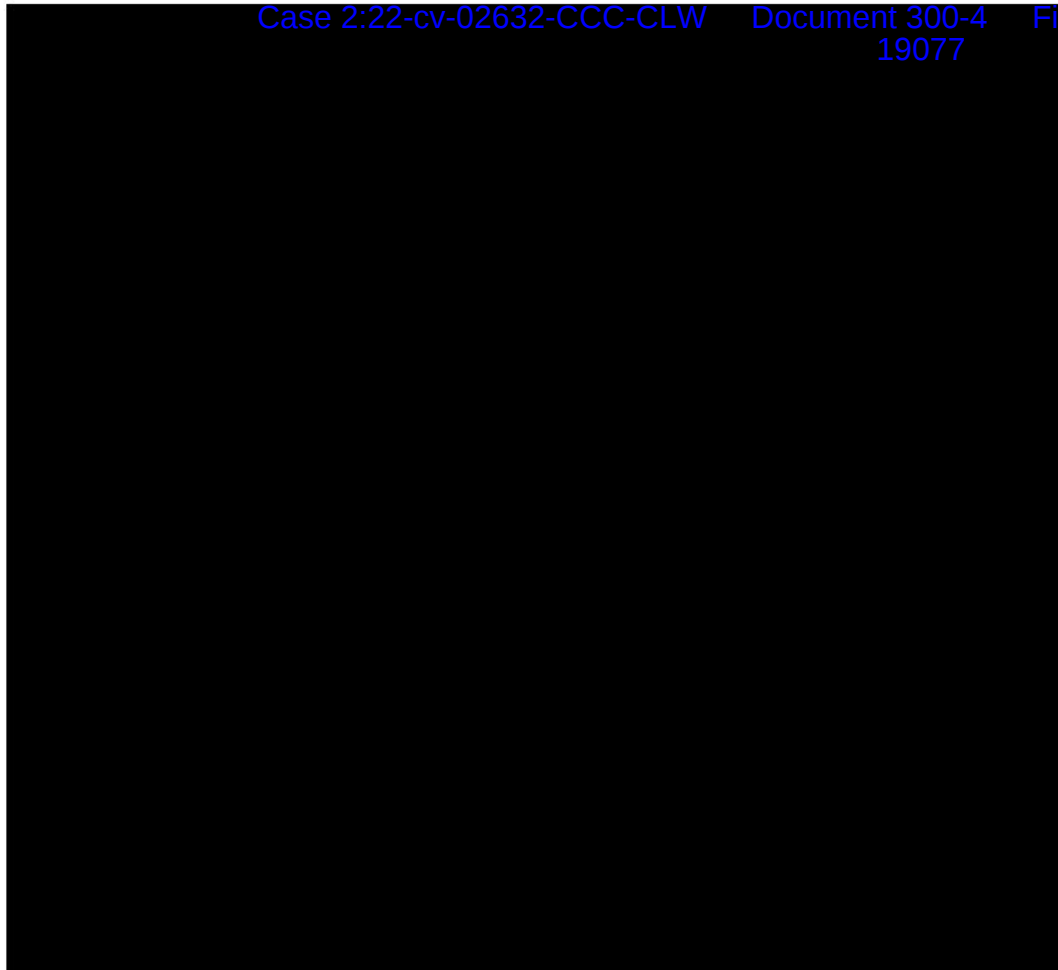


Johnson & Johnson

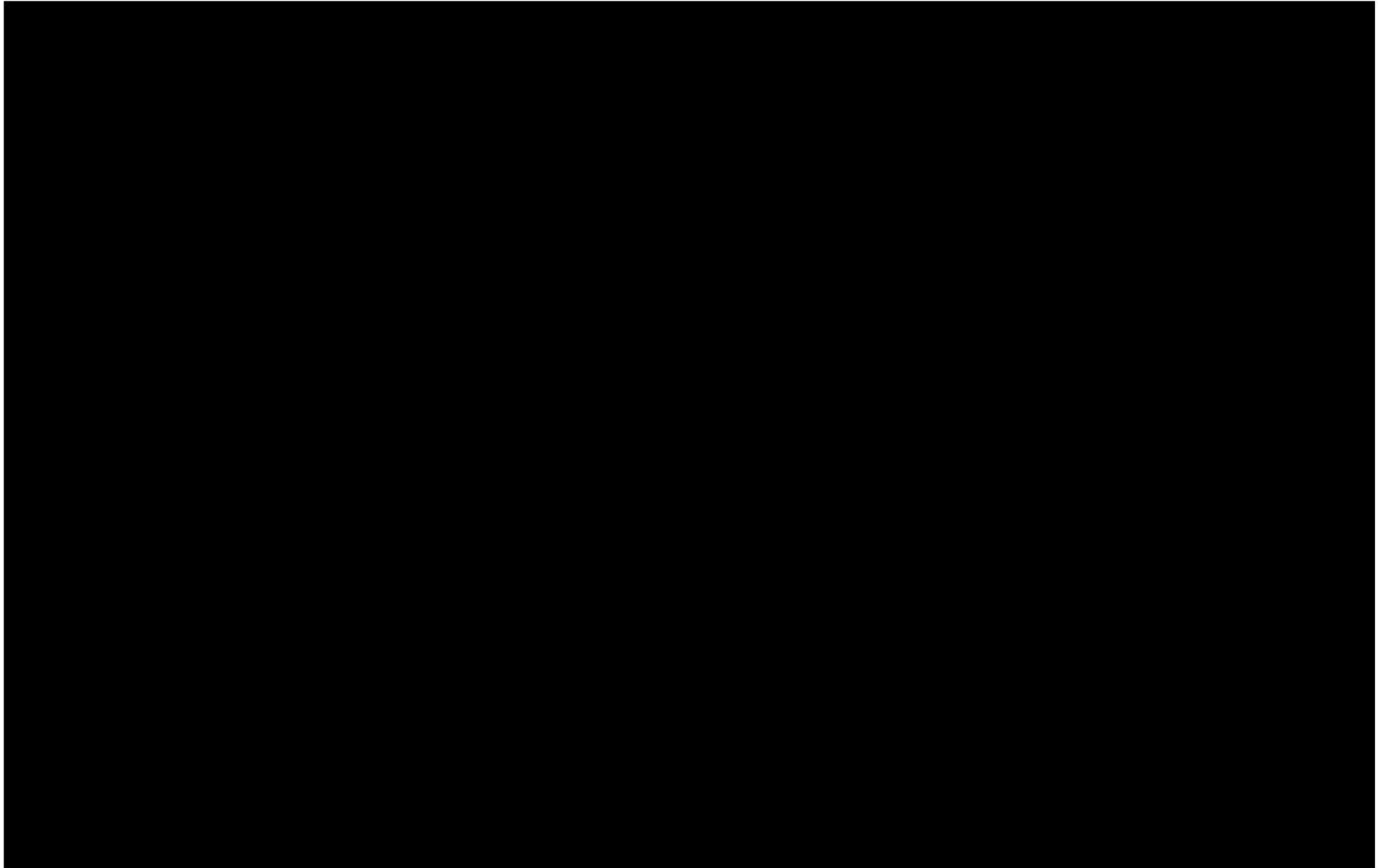
Your Collaborative Planning Guide

August 30, 2017







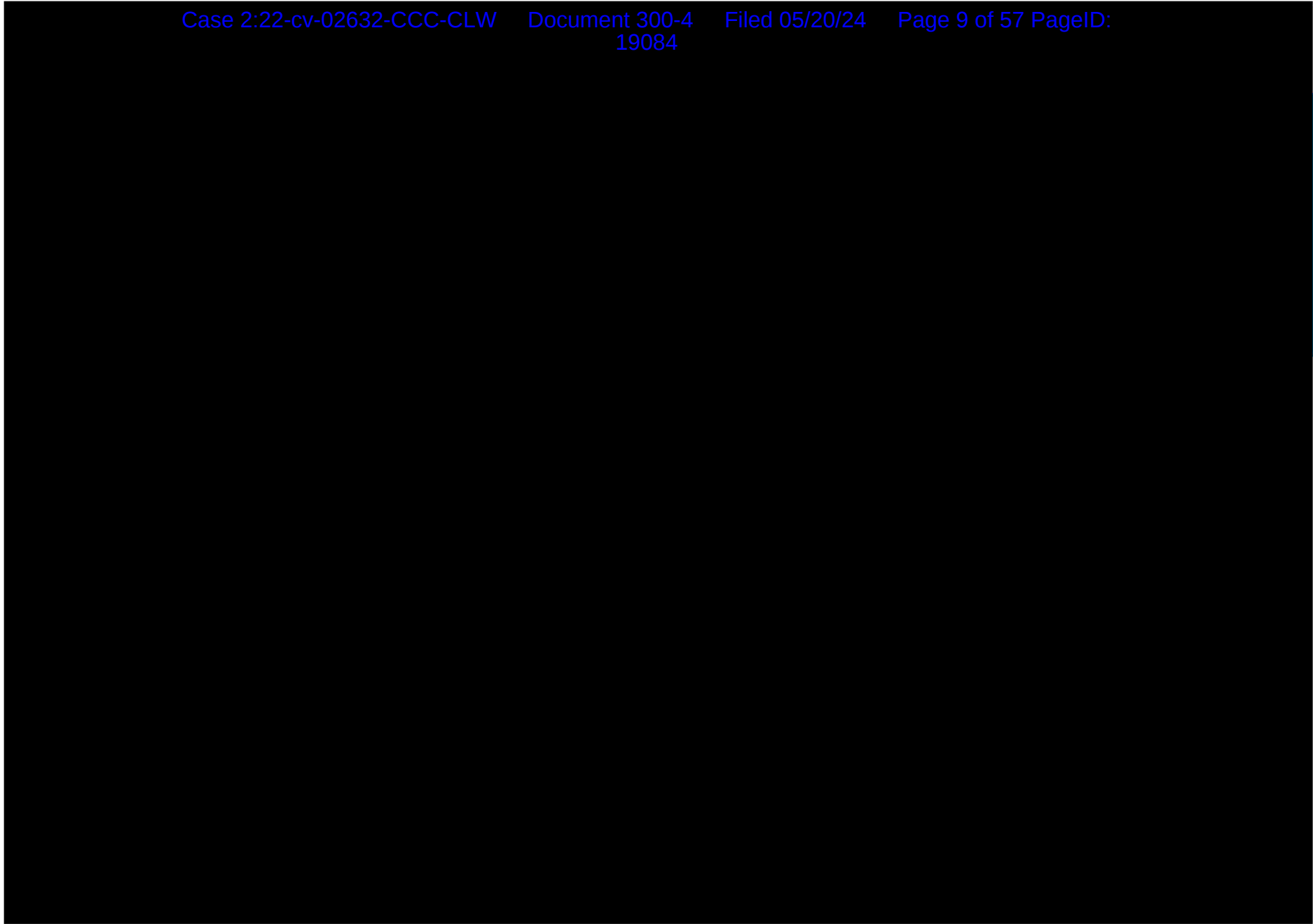














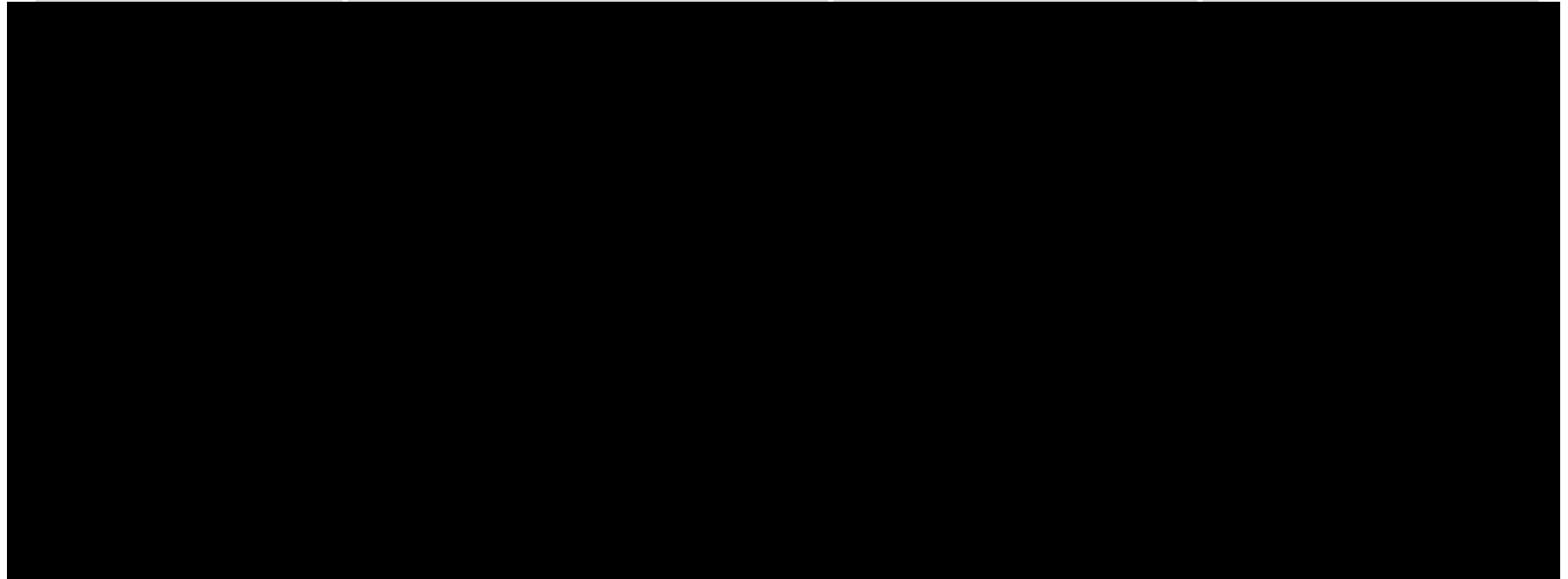


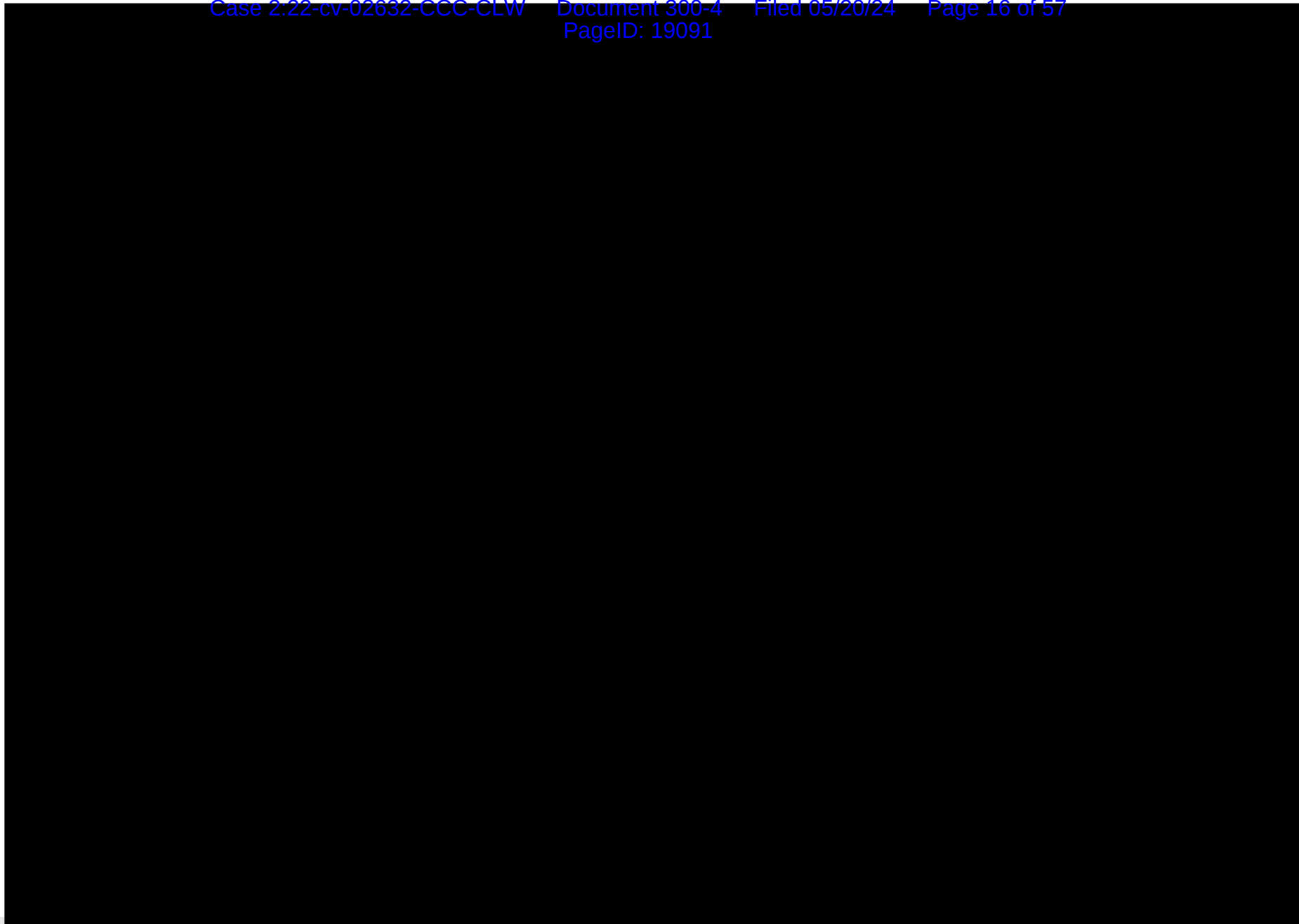


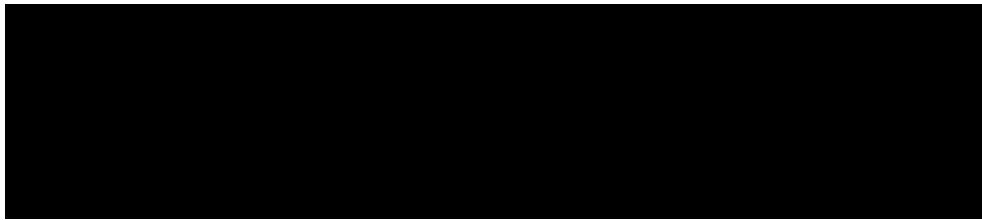


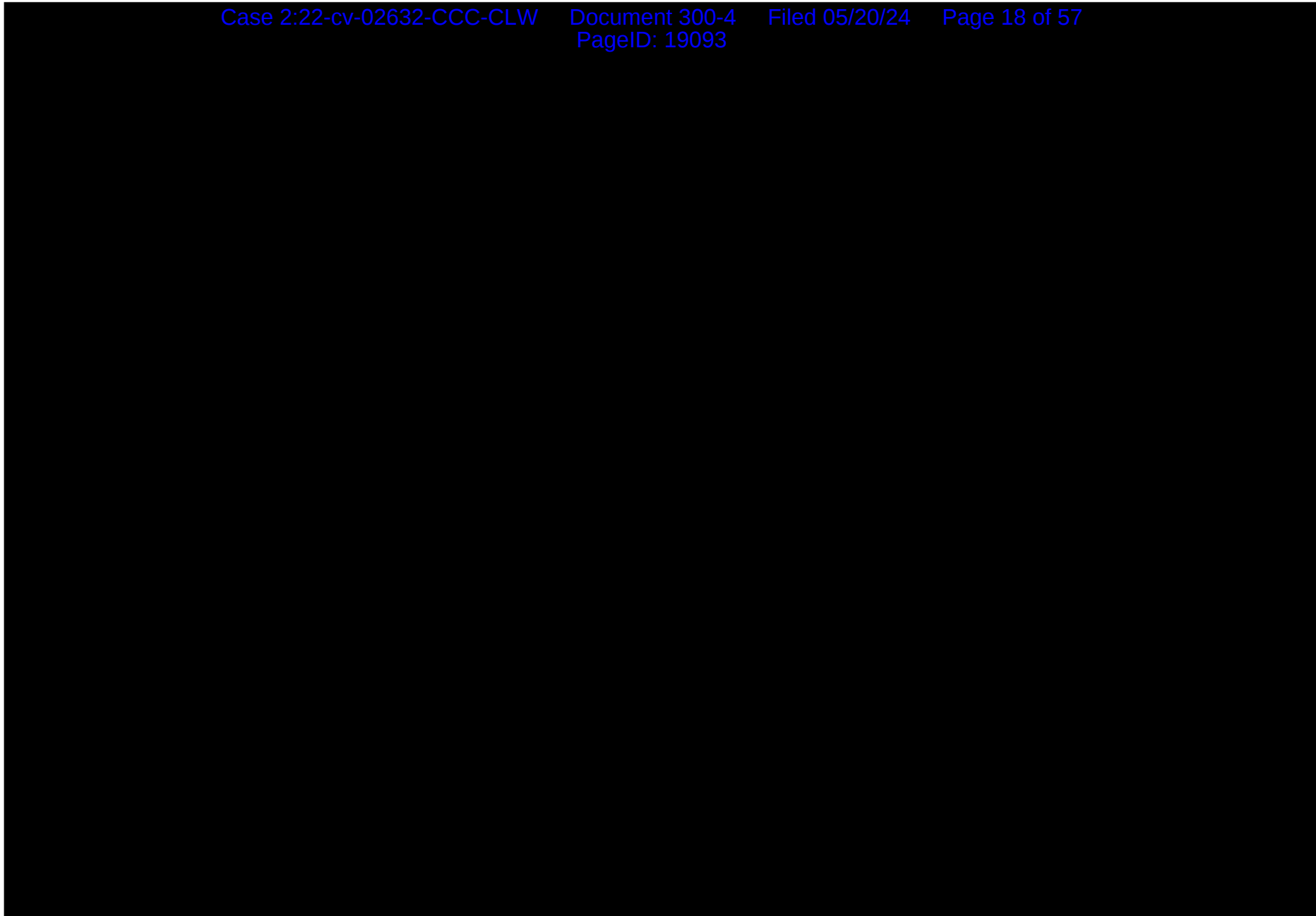


Solutions	Benefits	Estimated Savings	Member Impact
SaveonSP	Manufacturers make funds available to assist patients with their share of the cost. \$0 copay for enrolled J&J members.		

















SaveonSP Program



SAVEONSP

Copay Offset Savings Program



About the Program

- Manufacturers make funds available to assist patients with their share of the cost
- Utilizes Affordable Care Act (ACA) state benchmark to **change client plan design**
- Targets **64** specialty drugs in **13** therapy classes
- Reduces patient's responsibility to **zero**



Average savings range from
\$2.50 to \$4.50 PMPM



Sample Medications Covered

Therapy Class	# of Drugs	Assistance/Fill
Blood Cell Deficiency	2	\$1,040
Oncology	27	\$1,878
Endocrine	1	\$1,666
Hemophilia	1	\$1,000
Hepatitis C	6	\$6,987
HAE	1	\$1,666
HIV	1	\$500
Inflammatory	10	\$1,141
Iron toxicity	2	\$1,250
MS	12	\$1,505
PAH	1	\$1,000

Note: ESI does not endorse the services provided by SaveonSP or provide any guidance or endorsement to SaveonSP on the legal structure of the services offered by SaveonSP, including without limitation, any representation of compliance with any applicable laws.



SAVEONSP

Cost Comparison – Humira®

The Scenario:



\$25 initial patient copay

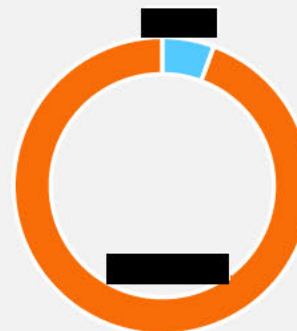


12 annual fills

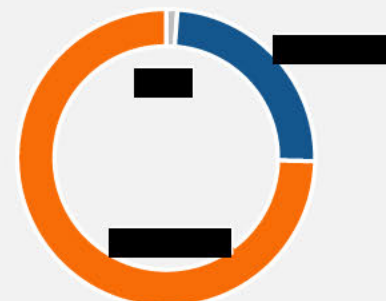


Total cost of treatment, including copay and plan cost is [REDACTED] annually

No copay assistance



Using SaveonSP



Employer responsibility
Patient responsibility
SaveOnSP
Drug manufacturer

SaveonSP helps the patient achieve a zero dollar copay

SAVEONSP

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Client Savings - Johnson & Johnson

CLIENT EXAMPLE

- [REDACTED] lives
- [REDACTED] members [REDACTED] refills
- [REDACTED] average copay per rx

IMPACT FOR PATIENTS AND THE CLIENT



- [REDACTED] annual savings for the plan
- [REDACTED] **PMPM** client savings*
- **\$0** member copay

BY IMPLEMENTING SAVEON SP COPAY OFFSET PROGRAM

*Savings based on most expansive drug list and actual savings will vary based on state certification and are not guaranteed. Official savings will be provided by SaveonSP. ESI does not endorse the services provided by SaveonSP or provide any guidance or endorsement to SaveonSP on the legal structure of the services offered by SaveonSP, including without limitation, any representation of compliance with any applicable laws.



How Exclusive Specialty Works:

Communications Focus on a Positive Experience

Patient announcement campaign



Letter
30 days prior



Patient Care Advocate Call
30 days prior for members
with zero fills at retail

Patient on STAT medications post-announcement notifications



Trigger Letter(s)
Patient fills a prescription as
part of their courtesy retail fill.



Patient Care Advocate Call
Patient fills LAST specialty medication as
part of their courtesy retail allowance.



Opportunity Letter
Sent when patient pays
100% copay at retail

Patient new-to-therapy on standard specialty medications notification



Patient
tries to fill at retail



Claim is rejected at retail. Message states to call Accredo and provides number. Call routes to a dedicated team who can explain patient benefits and start script with Accredo.

